

Job Role: BDM - US Shift (6 pm to 3 am) (WFH and Office)
Location: Bangalore
Salary: ₹ 3.00 LPA to ₹ 6.00 LPA
Duration: Full Time
Qualification: Any Degree
Year of Graduation: 2021, 2022 and 2023

Job Responsibilities:

- Identify, build and cultivate a strong network of Real Estate Brokers.
- Work with brokers for increasing inflow of high value Acquisition, Leasing and Sale of Real Estate investment opportunities.
- Generate revenue through cold calls, emails and social media to new and existing enquiries.
- Approach CXOs and Admins of potential organisations for leasing of office space.
- Researching potential leads from business directories, web searches, or digital resources.
- Maintain regular contact with Tenant Brokers and potential clients to identify new opportunities, understand their future leasing requirements and monitor new concepts for lease-up potential.
- Building a short/medium/long-term sales pipeline in accordance with targets. Coordinate with Projects and Facility Teams to deliver new and revised space design plans and projects requirements.
- Client Servicing & Account Management activities Identify trends and customer needs to develop strategies. Working with cross-functional teams on improving internal processes and communication

Skills:

- Good typing
- Basic Computer Skills
- Excellent Written and Verbal Communication Skills
- Energetic, outgoing and friendly personality